Strategic Purchasing & Supply Management Mastery Course

23 – 27 August 2027
Rome (Italy)



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Why This Course

Procurement today is far more than transactional purchasing. It is a strategic function that directly influences cost efficiency, operational resilience, and long-term competitiveness. Organizations rely on procurement professionals to generate value, manage risk, and build strong supplier partnerships that support business growth.

This comprehensive 1-week course is designed to strengthen the strategic capabilities of procurement professionals. Participants will explore advanced approaches to sourcing, cost analysis, supplier management, and global procurement—while learning how to align purchasing activities with broader organizational objectives.

What You'll Learn and Practice

By participating in this program, you will:

- Develop and implement procurement strategies aligned with organizational goals
- Apply advanced cost and price analysis techniques to support sound decision-making
- Strengthen supplier relationship management and performance evaluation practices
- Enhance value chain analysis and global sourcing capabilities
- Use strategic purchasing principles to create measurable value and competitive advantage

The Program Flow

Day 1: Strategic Procurement Foundations

- The role of strategic purchasing and its impact on organizational performance
- Aligning procurement objectives with business strategy
- Spend analysis and identifying sourcing opportunities
- Developing a structured strategic sourcing roadmap

Day 2: Cost and Price Analysis

- Understanding supplier pricing structures and cost drivers
- Conducting detailed cost breakdown analysis
- Applying Total Cost of Ownership TCO concepts
- Designing negotiation strategies informed by cost insights



Day 3: Supplier Relationship Management

- Supplier evaluation and selection methodologies
- Building performance measurement systems and scorecards
- Supplier development and continuous improvement initiatives
- Managing long-term strategic partnerships

Day 4: Value Chain Optimization

- Mapping and analyzing the end-to-end value chain
- Identifying value-adding and non-value-adding activities
- Applying lean procurement principles
- Managing supply chain risks proactively

Day 5: Global Sourcing and Future Trends

- Developing international procurement strategies
- Managing global supplier networks effectively
- Implementing sustainable and ethical sourcing practices
- Understanding digital transformation in procurement

Individual Impact

Participants will leave the program with:

- A stronger strategic perspective on procurement and sourcing decisions
- Enhanced analytical skills for cost evaluation and negotiation
- Practical tools to manage and improve supplier performance
- Greater confidence in handling complex, global sourcing environments

Organizational Impact

Organizations will benefit through:

- More strategic alignment between procurement and business objectives
- Improved cost control and value generation
- Stronger supplier partnerships and performance outcomes
- Enhanced resilience and competitiveness in global markets

Training Methodology

The course emphasizes practical, application-focused learning through:



- Interactive workshops and facilitated discussions
- Real-world case studies and sourcing simulations
- Analytical exercises in cost and value chain assessment
- Group activities focused on strategy development and negotiation planning

Beyond the Course

Upon completion, participants will be equipped to:

- Design and execute strategic sourcing initiatives
- Apply cost analysis insights to improve negotiation outcomes
- Strengthen supplier collaboration and performance management systems
- Lead procurement initiatives that deliver sustainable organizational value

Practical Deliverables

During the program, participants will develop:

- A strategic sourcing plan for a key category within their organization
- A structured supplier scorecard to enhance performance management
- A value chain analysis identifying cost-saving and value-creation opportunities
- A tailored global sourcing strategy for a selected product or service

This course provides a structured and results-oriented pathway for procurement professionals seeking to elevate their strategic impact and drive meaningful organizational performance improvements.

